

CITES ADVANTAGES OF USING ELECTRICS

Valuable for Municipal Carriers of All Sorts, Says Frank Ayton.

COLLECTION OF REFUSE ONE POSSIBLE SERVICE

Ambulances and Fire Apparatus Propelled by Silent Power Discussed.

"To those interested in the development of the electric vehicle industry it should be especially gratifying to note that, despite the conditions abroad, the interest in electric vehicles in England continues to increase and has been sufficiently active to organize a parade of electric vehicles in connection with the Incorporated Municipal Electrical Association's annual meeting in London recently," says A. Jackson Marshall, secretary of the Electric Vehicle Association of America.

"The electric vehicle committee, which works in co-operation with the Electric Vehicle Association of America, was responsible for the parade.

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THE NEW ROADSTER \$10.00

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Automobile and Supply House,

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All this week we will put from one to three in silver or gold while you wait for 50 cents.

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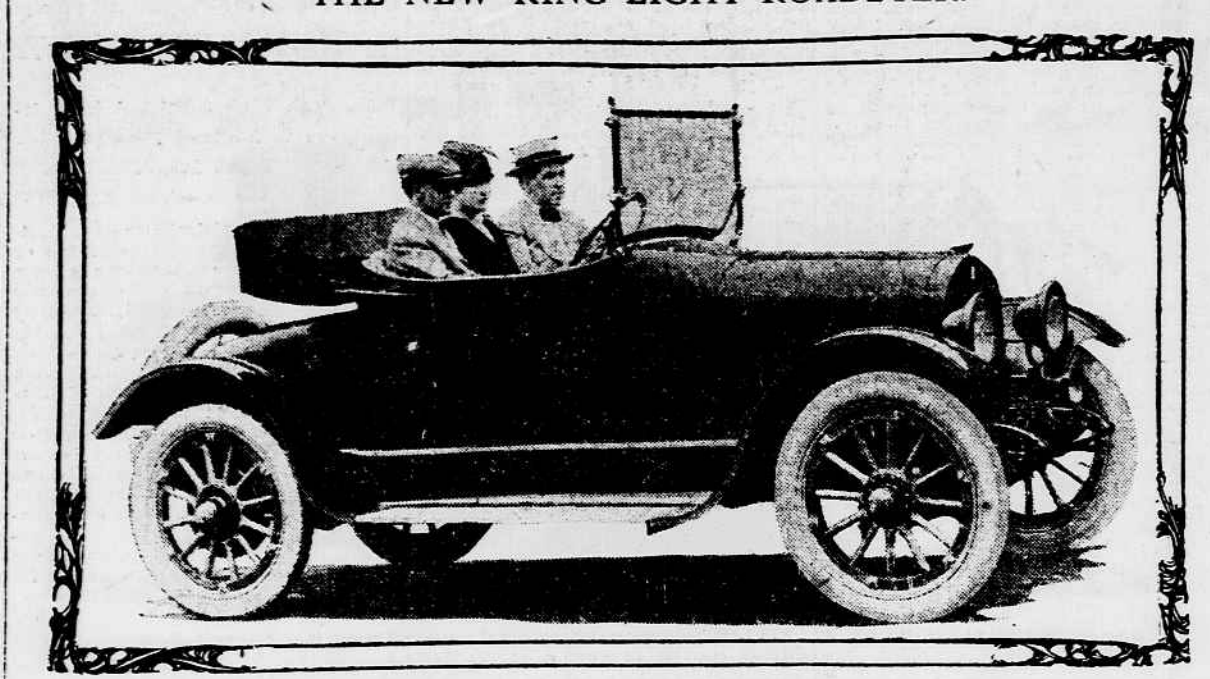
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THE NEW KING EIGHT ROADSTER.



LATEST THREE-PASSENGER ROADSTER, WITH CARRYING CAPACITY IN DECK. FINISHED IN CRIMSON LAKE, WITH NATURAL WOOD WHEELS.

and managed the affair with skill. Stimulating active interest in electric vehicles has been one of the aims of the Electric Vehicle Association, and most gratifying results have been obtained. The New Zealand Association, Japan, South America and other countries where the association has succeeded in getting a foothold. It is therefore very encouraging to know that England even now is enthusiastic for the continued development of electric vehicles.

Cites Several Advantages.

"Frank Ayton, the secretary of the electric vehicle committee, read a very valuable paper on electric vehicles in municipal service at the time of the demonstration. Mr. Ayton maintains that the main reason for urging the adoption of electric vehicles in municipal service is the economy which attends their use in substitution for horse haulage. The passing of the horse is inevitable, and the electric vehicle is the only one that matters of time, durability, reliability, cleanliness and safety are points which Mr. Ayton strongly urges upon municipalities.

In connection with central station co-operation, Mr. Ayton pointed out that the electric vehicle is a vehicle that is ready to go out at a moment's notice, and is so simple to drive that several of the main staff may be taught to operate it in order that there shall always be a driver available.

Features Establish Reliability.

"The collection of horse refuse is work which is particularly trying for the ordinary steam or petrol motor vehicle, on account of the many stops and starts. The absence of all gear changing and clutch work in the electric vehicle, and the uniformly easy operation of the electric motor, are features which establish a degree of reliability for this type of vehicle which is not obtainable with any other type of vehicle. It possesses the advantages also that when standing, no waste of power is going on, such as takes place with the petrol vehicle, in connection with the electric vehicle, it is possible for the driver to stop and restart his engine for every short halt.

"There is another strong argument in favor of adopting the electric when the change is made from horse haulage to motor vehicle. It is possible when that type is employed, to utilize the horse vehicle drivers as the drivers of the electric vehicle. The change is so simple that driving an electric is no more difficult than driving a horse.

"Electric vehicles have been employed to a considerable extent on the continent for refuse collection. Each has a capacity of a little over fifteen cubic yards, which, since the local refuse averages some three tons per day, makes the total load of the full vehicle not less than five tons. The vehicles perform their work in the night hours, each covering about twenty-five miles nightly, with an energy consumption per hour of only one horsepower. This system of collection was adopted as the result of a very careful trial, showed that considerable economy would be obtainable by the use of electric vehicles.

Ideal for Ambulances.

"By reason of its smooth and silent running, the uniform and steady acceleration, the electric is an ideal vehicle for ambulance work in our towns and cities. It has for some time been employed for this purpose by the city of London, and by the port of London authority and the metropolitan asylums board. While the advantages just now mentioned are all important ones for this sort of work, the feature of economy should not be overlooked. The electric vehicle, which calls may be answered is just as valuable an attribute as in the case of fire engines, where the simplicity of operation also enables several ordinary attendants to be trained to drive, so that a time of emergency will not find the city in want of a driver.

"Electric ambulances also are in use in the United States. The New York Hospital, for example, has seven such vehicles. These vehicles sometimes take long journeys, it being recorded that one of them made a trip of fifty miles there and back to a hospital beyond the city limits on a stormy day, and in some places, nearly to the hills, and it is added that only one of the attendants was necessary in order to get the car home. The superintendent of one of the branches of the hospital reported to those with the longest radius, answering thirty calls in twenty-four hours.

Require Less Repairing.

"Among the advantages of electric vehicles for fire brigade work we find that they require repairing less frequently, and that the rapidity of their out is absolutely unequaled by any other form of traction. It is not uncommon at an electric motor fire station under ordinary service conditions for a turn-out to be effected in seven or eight seconds, whereas with other forms of traction, it takes from two to three minutes. This is a very good point with us, especially for the life-saving appliances—the maximum speed is at once obtained, whereas with other forms of traction, namely steam and petrol, a time has to be expended before the vehicle can be brought into action. The electric vehicle is in use on the continent and in the United States in connection with street cleaning and brushing machines and for watering.

Latin American Trade

WITH U. S. BIG PROBLEM

American Dealers Must Forget Credit System, Says Returned Traveler.

Until the American manufacturer is willing to forget the credit system and take a chance on his pay American-made goods will not find a ready market in Latin America.

This is the opinion of Peter Steenstrup, who recently returned from an eight-month trip to Central America, the West Indies and South America in the interests of the Hupp Motor Car Company.

Mr. Steenstrup last fall told Detroit manufacturers' trade with South America would not prove "gold mine" because of the war in Europe, and he has returned from another trip below the equator convinced that the war has served to make it harder to establish commercial relations with the Latin American countries.

War Stops Credit of Countries.

"The war destroyed three things most necessary for the South American trade," said Mr. Steenstrup. "It took away the credit of the countries, the ships for bringing them goods and deprived them of a chance to get products at the terms necessary for their business. Manufacturers in this country attempt to do business with the Spanish merchants on the same terms as they do with local dealers whose credit is established. Where the manufacturer demands gift-give security before he will ship an order the Spanish merchant expects from three to nine months' credit. He is forced to sell the goods before he can pay for them.

There is no mercantile association in South America outside of one or two big cities. Such business cannot exist because the merchant considers inquiry as to his credit an insult. The Spanish are honest, but they demand that you do business in their own way.

Must Start Twenty Years Back.

"Study of the conditions of the people and country made the German and English successful in South America. The United States has the same chance, but she must start twenty years back and attack the problem in the same way. The English, even now, are selling goods on credit to the South American countries. They are making a play for the business from the countries.

"When the wave of 'sell to South America' swept the country last fall a good many merchants imagined they could dispose of their surplus stock. This cannot be done, because what we call necessities up here are luxuries in the tropics.

Retarded Civilization a Drawback.

"The retarded civilization of the countries eliminates a large number of products that have a strong demand in this country. Cotton goods is the most universally required article in South America, and England seems able to negotiate that trade.

"Another reason that retards trade at this time is the fluctuation of the currency of the countries. In some of them the exchange rate for United States money is getting higher all the time. Merchants hesitate to do business at that account, fearing that by the time they pay for the goods their currency will have dropped lower in its relation to our money.

"What the United States exporter needs is an understanding of conditions. He needs salesmen who know the country, and above all, he needs the grit to take the long haul.

He needs before he can build up a paying trade.

Touring to Coast in a Studebaker.

Mr. and Mrs. George P. Albee of Wellesley, Mass., are traveling across country to the Panama-Pacific exposition in a Studebaker.

Mr. Albee is making a leisurely journey of it, and expect to spend two months in pleasure and company.

This is the longest of numerous "Studebaker" trips they have made.

Will Head Automobile Engineers.

Russell Huff, consulting engineer of the Packard Motor Car Company, has been nominated for the presidency of the Society of Automobile Engineers. The nomination is equivalent to an election.

1916 Chandler Sale.

Dr. E. C. Copeland is the latest Washingtonian to place an order for a 1916 Chandler roadster. The delivery of a seven-passenger touring car of the same make is announced to R. Milton Henderson.

Gone to New Hampshire.

Joseph M. Stoddard of the Cook & Stoddard Company left last Wednesday afternoon for West Springfield, N. H., to join his family, who are spending the summer in the mountains. He expects to be gone some time.

Left for New York City.

W. H. Kelchner, district sales manager for the Mitchell-Lewis Motor Car Company of Racine, Wis., who has been assisting the local firm of Miller Brothers in the establishment of subsidiaries for the Mitchell-Lewis cars, left yesterday for New York City.

Returns From Territory Trip.

L. O. Pack, representative in the necessary department for Miller Brothers of this city, just returned from a three-week trip through Virginia. Mr. Pack reports business conditions in his territory to be in exceptionally good condition.

King and Pullman Deliveries.

Among last week's purchasers of 1916 King and Pullman cars were the following: 1916 King Eight delivery—Fred McKee, Paul Powers and B. Greenberg. 1916 King Four delivery—Dr. R. R. Bennett and two drivers, who will pilot a new 1916 King eight-cylinder touring car and a 1916 Pullman touring car.

Joins Barnhart & Co.

R. C. Jones has joined the sales staff of William P. Barnhart & Co., and will assume his new position tomorrow, selling King and Pullman cars.

AUTOMOBILE LICENSES

District automobile licenses have been issued since The Star's last report as follows:

26975—Lieut. David Lyons, United States Naval Hospital, Chevy Chase.

26976—Lawrence J. Daly, 221 3d street northwest, Ford.

26977—Edward A. Williams, 1923 N street northwest, Franklin.

26978—Browning & Middleton, 608 Pennsylvania avenue northwest, Little Giant Truck.

26979—R. D. Boteler, 2023 Q street northwest, Metz.

26980—John R. Lerner, 1709 19th street northwest, Cadillac.

26981—Horace E. Ward, 1406 G street northwest, King.

26982—W. Weaver, 1749 Pennsylvania avenue southwest, Regal.

26983—J. J. Meade, 3004 McKinley street northwest, Studebaker.

26984—William Denham, 1748 8th street northwest, Ford.

26985—J. E. Chamberlain, 2502 Hamlin street northeast, Buick.

26986—P. E. Taylor, 5619 14th street northeast, Ford.

26987—H. W. Carden, 3576 13th street northwest, Ford.

26988—J. W. Elcher, 1102 Monroe street northeast, Ford.

26989—G. B. Baldwin, 508 12th street northwest, Vim Truck.

26990—G. S. Cohen, the Woolley, Overland.

26991—Cranford Paving Company, 2620 E street northwest, Oakland.

26992—Edward Turner, Tuxedo, Md., Buick.

26993—Maurice Luria, Baltimore, Md., Ford.

26994—Jesse C. Coggins, Laurel, Md., Cadillac.

26995—Preston B. Ray, Rockville, Md., Ford.

26996—W. E. Miles, Baltimore, Md., Overland.

26997—Daniel Eldman, Baltimore, Md., Marmon.

26998—Henry D. Eldman, Baltimore, Md., Marmon.

26999—Tyler Case, Rockville, Md., Ford.

27000—Samuel Chaney, Woodmore, Md., Ford.

27001—James W. Daley, Croome, Md., Ford.

27002—William S. Hill, Upper Marlboro, Md., Ford.

27003—T. J. Veirs, Rockville, Md., Buick.

27004—William R. Wagner, Baltimore, Md., Locomobile.

27005—R. V. Yardley, Catonsville, Md., Buick.

27006—George Burke, 1101 O street northeast, Oldsmobile.

27007—Frank C. Steward, 12th and F streets northwest, Chevrolet.

27008—Thomas B. Crisp, 638 E street northeast, Maxwell.

27009—Joseph I. Langer, 1218 J street northwest, Maxwell.

27010—Carnegie Press, 332 C street northwest, Ford.

27011—K. L. Simpson, 1619 Irving street northeast, Ford.

27012—H. A. Miller, 2095 E street northeast, Ford.

27013—A. R. McShesney, 1453 Harvard street northeast, Ford.

27014—E. Curtis, 401 Hobart street northeast, Ford.

27015—George F. Stevens, 1624 Crescent place, Ford.

27016—Charles F. Purdy, 700 Alabama avenue northwest, Ford.

27017—L. L. Lansdale, 5500 16th street northwest, Reo.

27018—V. B. Smith, 114 15th street southeast, Ford.

27019—J. P. Pemberton, 425 K street northeast, Oldsmobile.

27020—Florence Price, 1805 Calvert street northeast, Hupmobile.

27021—John Chalmers, 1420 K street northwest, Chalmers.

27022—J. T. Kelley, 21 H street northwest, Ford.

27023—George A. Levy, St. James Hotel, Bruns.

27024—Joel E. Dement, 937 5th street northeast, Trumbull.

27025—J. M. Wise, 3310 P street northeast, Ford.

27026—Raymond Evans, 1644 W street southeast, Flanders.

27027—J. H. Aupper, 3427 New ark street, Studebaker.

27028—James P. Conn, 1005 B street northwest, Auburn.

27029—Irvin Trickett, 27th and N streets northwest, Rambler.

27030—Lieut. Robert J. Messersmith, marine barracks, Hupmobile.

27031—J. H. Hamilton, Union trust building, Chalmers.

27032—J. T. Kelley, Jr., 1312 15th street northwest, Chevrolet.

27033—C. K. Morrison, 3507 12th street northeast, Modern.

27034—H. C. Long, Treasury Department, Ford.

27035—J. A. Synham, Columbian building, Ford.

27036—R. H. Moses, 1377 Quincy street northeast, Ford.

27037—R. E. Eden, 1211 C street southwest, Ford.

27038—C. F. Umhan, 1714 7th street northwest, Ford.

27039—Elbert Ferry, 820 7th street northeast, Ford.

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